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# The ARA Show

This year the American Rental Association was back in Orlando for its annual convention and exhibition, both of which were well attended. The exhibition was as usual sold out, with a number of companies left on the waiting list for stands - the organisers take a tough position on space and typically refuse to extend the floor space even when possible. This tough policy keeps exhibitors keen, as 'grandfather rights' are important when it comes to getting space.

As usual the 'Construction' area was dominated by aerial work platforms and telehandlers with all the main suppliers present, including all scissor, boom and spider lift manufacturers apart from a couple of niche manufacturers and a few Chinese producers. Visitors - almost all of them from member companies of the association - include a large number of small family-owned and operated regional businesses who use the show in a highly practical manner. They usually arrive with a shopping list spending the first day window shopping, listening to the features and benefits of each machine and discussing what deal might be possible, before coming back on day two - or even day three - to negotiate the best deal possible for their preferred products, culminating in the placing of firm orders.

While this year seemed a little less frenetic at the registration desks, with shorter queues and less

congestion on the show floor, every exhibitor we spoke to reported excellent visitor traffic, a positive attitude and orders being placed, something greatly appreciated given that most manufacturers saw a slower fourth quarter as big rental companies held back placing 2020 orders until the last minute and are still being cautious with their 2020 capital expenditure.

The following looks at some of the highlights. Sadly space does not allow us to cover everything, but we will have a chance to review those products we did not include in our regular monthly features throughout the rest of the year.

### So what stood out?

A key factor of interest this year was how each aerial lift manufacturer has tackled the new ANSI standards. In some product sectors the approach adopted is quite diverse. A good example of this are 19ft slab scissor lifts. In recent years it has become a fairly



Star of the show was the Custom Hy-Brid 1930

generic product type in terms of width, weight and performance etc... This is no longer the case with each manufacturer seeming to choose a different route to satisfying the standards, some deciding to add weight or width, while others limiting them to indoor use only while some have



The Hy-Brid LeakGuard tray and mat

gone for dual zone machines where the lift height is limited when used outdoors. At the same time the 1.1 metre guardrail height - standard in Europe for many years - is now a requirement in North America, obliging a rethink on guardrail solutions for passage through standard doorways.

The result is that buying a 19ft scissor lift has just become a lot more complicated. We will cover this more fully in our June issue when we look at low level access. The other notable development since last year was the focus on built in leak prevention. This 'trend' was kicked off last by MEC with the launch of its Leak Containment

System - or LCS. This year most manufacturers showed some form of built in leak containment/capture using trays and absorbent mats. Some were clearly better than others. The best we saw by far was the 'LeakGuard' system built into Custom Equipment's new Hy-Brid 1930. It was simple, allowed for possible leakage from the lift cylinder and used a single rectangular tray and mat sufficient to contain the entire contents of the hydraulic tank if necessary.

In fact when it comes to naming a single standout new product introduction in terms of its overall engineering and design, the star of the show has to be Custom's



Passing through a doorway with higher guardrails can be an issue, but not for the new Hy-Brid 1930



Genie's new S-60 J was another stand out new product launch

Hy-Brid 1930 scissor lift. However there were several other close contenders, including Genie's new lower weight, simpler 60ft telescopic boom lift the S-60J, JLG's HC3 triple capacity boom lifts shown on a 46ft 460SJ, with 300kg unrestricted, 340kg

and 453kg, which will be available on all JLG boom lifts up to 86ft by the end of the year. Also of note are its new ES electric drive scissor lift range in the form of the ES1932 AND ES1330L while the new R1932i is an indoor only model.



JLG's HC3 triple capacity booms lifts on the 460SJ

**JLG HI-CAPACITY BOOM LIFTS**  
**Three capacity zones - Each rated for 3 occupants plus tools**

- No load required to calibrate
- Maintains traditional machine footprint; no added tailswing
- Maintains traditional machine horizontal outreach
- ANSI A92.20 compliant
- Family of articulating & straight booms ranging from 40' - 86' platform heights arriving throughout 2020



The system offers 300kg, 340kg and 453kg platform capacity



Three new scissors from JLG the R1932i indoor only unit, and the ES1932 and ES1330L



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Skyjack's new ANSI machines have been completely redesigned but look much the same

Staying with standout developments, Skyjack's new ANSI standard scissor lifts look the same as the units they replace but are in fact totally new models with new chassis, a new pothole protection system and the company's new, all-singing, all-dancing telematics system. We were particularly impressed with the 'Elevate Live' feature aimed at the end user operator, who can scan the machine's RFID code sticker on his mobile phone to show a host of battery status and other information without the need for an app. Then there was MEC's new 34ft 34-J telescopic boom lift with

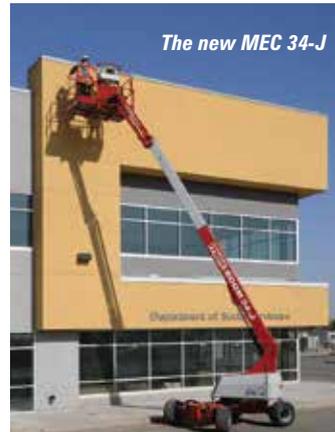
jib, designed in consultation with United Rentals to produce a high specification telescopic boom lift that is easier to transport. Overall weight is 3,630kg coupled with compact dimensions which make it easy to maintain and apparently less costly to purchase. As is usually the case GMG introduced a host of innovations, including an exceptionally good looking 1030PA push around scissor lift with an excellent and very clever guardrail system that folds into a square for ceiling tile access. It also showed a 33ft slab electric scissor lift with outriggers - the 3346OR - for levelling on slopes etc.



Skyjack's 'Elevate Live' was one of the stand out products.



Jim Tolle of GMG explains the rationale behind the 3346OR



The new MEC 34-J



The new GMG 1030PA push around with adaptable guardrails



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The Reachmaster stand with Bluelift and Falcon

Snorkel's pressure washing machine immediately caught the eye, while its new 19ft scissor lift - now in production - solves the guardrail issue with ease. The company kept its major new product launches for Conexpo.

Haulotte's new 46ft telescopic boom lift, the HT46RTJPro or HT16RTJ Pro in the rest of the world, is a very well thought through product, and was apparently designed and will be built in North America. It incorporates all of the company's new features including Engine stop, Activ screen diagnostics and Activ lighting etc. Niftylift's Niftylink telematics looks interesting, the company has a slug of other

interesting developments including its new electric drive 46ft articulated boom, but it prefers a soft launch rather than banging the drums on such new products.

It was a surprise to see Aichi at the show, but it is apparently preparing a new export push so expect to see a renewed effort in Europe, while in North America it may well start selling its platforms under the Toyota branding later this year?

LGMG had one of the larger access stands with a full spread of its ANSI specification machines. The company - headed by ex JLG president Craig Paylor - has shipped around 600 units in nine months,

and already has orders for that many in 2020.

Italian manufacturer Imer had a surprisingly large display of access equipment including big scissor lifts, push arounds and a spider lift. It was very happy with the interest it received, especially for its more specialist scissor lift models.



The unusual LiftUp RH38D van mounted lift



Snorkel's 66SJ with built in pressure washer



Snorkel's S3019E - the lowest stowed 19ft scissor lift on the market



Aichi is looking to launch a new international push and possibly adopt the Toyota brand in the USA



The JLG 2646ES adapted by Bailey Crane into the Omni steer with lateral drive



Platform Basket had planned Conexpo launches



Easy Lift spider lifts and Hoeflon spider crane



Liugong sought North American input on new scissor lifts - the electric drive LSC1012DE and LSC0607DE



The LGMG stand was a popular stop for many small rental companies



Imer's big scissors generated quite a bit of interest



Haulotte's new HT16RT Pro is built in the USA



Niftylift highlighted the Niftylink telematics package



The Bravi stand

Platform Basket, CMC and Teupen were all present, but at this stage were planning to use Conexpo for their big launches. Platform Basket had planned to make its major launch at Conexpo but a few weeks later, felt obliged to cancel its Conexpo participation due to the Covid-19 outbreak.

Falcon and Bluelift were on the Reachmaster stand and reported a good deal of interest in the Bluelift SA11P.

Finally there was an interesting and unusual 11.5 metre RH38D insulated van mounted lift from LiftUp. It looks like a fire ladder rescue platform but benefits from an extremely low weight, providing up to 8.5 metres without the need for stabilisers. A non-insulated version and 13.5 and 15.2 metre models are available.

**Telehandlers**

When it comes to telehandlers JLG's little AUSA-built 1330 generated a surprising amount of interest - almost a buzz - while Magni saved its big release, a 51 metre machine for Conexpo. Perhaps the biggest surprise of the show in terms of telehandlers were the two Chinese-built American design/specification telehandlers, one from Sunward and more importantly the 17 metre, 4.5 tonne Sany STH1056A which looks a handy machine with a price said to

be more than 20 percent below that of the mainstream American built models.

Manitou had nothing particularly new on display but was busy most of the time as it focused on the launch of its four new ANSI standard telescopic boom lifts, which go into production at the start of next year. Merlo also reserved its main thrust for Conexpo.

JCB Showed its latest model, the C512-56 alongside two scissor lifts, one built by Sinoboom last year and still in stock, and a new 19ft model built at its plant in India. Pettibone unveiled the Xtendo 1246X and showed its first LGMG built scissor lift.

A full pictorial review can be found at [www.vertikal.net/en/news/story/34753/](http://www.vertikal.net/en/news/story/34753/)



JLG's AUSA-built 1330 generated much interest



Pettibone's new Xtendo 1246X



Sany's new STH 1056A American specification 17 metre/4,500kg telehandler



Telehandlers featured strongly on the Skyjack stand



The Manitou stand



Sunward tested a new telehandler which it might assemble in the USA



JCB's C512-56